



THE INDOGULF GROUP

—Let's—
GROW
together

May 28, 2026

To,
Listing Operation Department
BSE Limited
20th Floor, Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai - 400001

Scrip Code: 544432

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai– 400051

NSE Symbol: IGCL

Subject: Earnings Call Presentation of the Company pertaining to Q4 of FY 2025-26

Dear Sir/ Ma'am,

In continuation with the Company's letter dated May 22, 2026, pertaining to Intimation of schedule of Earnings call to be held on Friday, May 29, 2026, at 12:30 P.M. (IST) and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the earnings call presentation on the audited financial results of the Company for the quarter and year ended March 31, 2026.

The aforementioned presentation will also be uploaded on the website of the Company at www.groupindogulf.com.

Request you to kindly take the above on record.

Thanking you,
Yours faithfully,

For Indogulf Cropsciences Limited

Sakshi Jain

(Company Secretary and Compliance Officer)

M. No: A67325

Address: 501, Gopal Heights, Netaji Subhash Place,
Delhi – 110034 (India)

Enclosed as above

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Q4 & FY26

Investor presentation | May 2026





Disclaimer

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Actual results may differ significantly from those projected. The Company has no obligation to update forward-looking information. Third-party forward-looking statements and projections are not endorsed by the Company, and it is not responsible for them.



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THE ROAD AHEAD



ABOUT THE COMPANY

EVOLVING BEYOND PRODUCTS



From Inputs → Outcomes

Delivering productivity, yield enhancement, and sustainable growth



From Distribution → Engagement

Deeper farmer connect through on-ground presence and advisory-led approach



From Products → Solutions

Integrated offerings across crop protection, plant nutrients & biologicals



From Portfolio → Platform

Building a scalable, multi-brand and multi-vertical agri ecosystem



Moving beyond products to long-term value creation





COMPANY AT A GLANCE

Building a diversified, scalable and farmer-focused agri-solutions platform

100K+

Farmers Engaged

300+

Products Portfolio

12

New Product Launches

6

Patents

990+

Registrations

34+

Countries

7,000+

Distributors

4

Mfg. Facilities

Quality Certifications



Occupational
Health & Safety
Management



Environment
Management
System



Quality
Management
System



Energy
Management
System



NABL



Ecocert



INDOGULF
CROPSCIENCES LTD.

Empowering
FARMERS Through
INNOVATION

Grow More in Safe Hands of Protection

OUR PHILOSOPHY



Innovation

Developing next generation crop protection chemistries, advanced formulations, and biological solutions



Sustainability

Promoting eco-friendly practices, low residue products, and green manufacturing.



Global Partnerships

Collaborating with distributors, research institutes, and governments to deliver localized solutions worldwide.



VISION
MISSION

KEY MILESTONES



INDOGULF
CROPSCIENCES LTD.



EXPERIENCED & PROFESSIONAL MANAGEMENT TEAM



Om Prakash Aggarwal
Chairman & WTD
31+ years of experience



Sanjay Aggarwal
Managing Director
30+ years of experience



Manoj Gupta
CFO
30+ years of experience



Sanjay Chaudhary
VP - Strategy & Corporate Affairs
25+ years of experience



Bhupender Kaushik
President – Production
30+ years of experience



Anand Singh Negi
VP – Sales & Marketing
22+ years of experience



Deepak Tuli
VP – Accounts
26+ years of experience



Ashish Goel
VP - Commercial & Corporate Business
15+ years of experience



Vijay Vir Singh
VP – Sales & Marketing
25+ years of experience



Sakshi Jain
CS & Compliance Officer
5+ years of experience

KEY STRENGTHS

Our strong foundations drive growth, innovation and long-term value creation

Integrated Agri-Solutions Portfolio

Comprehensive range of crop protection, plant nutrients and biological

Solutions that address complete crop cycle and evolving farmer needs



Manufacturing Excellence

Robust and backward integrated manufacturing infrastructure

Focus on quality, compliance, safety and operational efficiency



Wider Distribution & Market Reach

Extensive distribution network and strong institutional relationships

Deep market presence across India with strong reach in rural and urban markets



Farmer Engagement

On ground presence and advisory-led approach

Building trust and driving product adoption through continuous engagement



Global Presence & Exports

Strong regulatory capabilities and presence across multiple geographies

Diversified export portfolio with focus on high growth markets



Innovation, Sustainability & Future Readiness

Innovation-driven pipeline across chemistries, formulations and biologicals

Committed to sustainable practices and future-ready growth



Our capabilities across portfolio, manufacturing, reach, engagement and innovation position us to deliver sustainable growth and long-term stakeholder value

AWARDS & ACCOLADES

Industry Recognition & Leadership

Industrial Review Awards 2025



Recognized for “Excellence in Providing Plant Nutrient Solutions” Reinforces Indogulf’s growing positioning in sustainable and value-added agri-input solutions

Bio Ag Pioneer Award 2025



Recognition for commitment towards biological solutions, sustainable agriculture initiatives, and innovation-driven crop nutrition practices in the Indian agri sector

Industry Leadership Award 2024



Recognition for contribution towards agri-innovation, sustainability initiatives, and impactful leadership in the Indian agriculture sector








Recognition that inspires. Innovation that drives. Impact that grows



BUSINESS OVERVIEW

INTEGRATED CROP SOLUTIONS PLATFORM

Delivering complete crop solutions instead of standalone products

	Crop Protection	Plant Nutrients	Biologicals	Crop Compatibility
Used for	Protection against insects, diseases & weeds	Improving the soil fertility, strengthen roots, enhance quality and boost yields	Build resilience against abiotic stress, and improved nutrient use efficiency	 Cereals  Pulses  Cotton  Oil Seeds  Horticulture
Offering includes	<ul style="list-style-type: none"> • Insecticide • Fungicide • Herbicide • Plant Growth Regulators • Adjuvants • Efficacy Enhancers 	<ul style="list-style-type: none"> • Straight fertilizer • Soil Health / Stress Management 	<ul style="list-style-type: none"> • Bio-Fertilizers • Bio-stimulants 	
Key Products	<ul style="list-style-type: none"> • CORSA 808 • FIRE • BOUND OFF • LOGIC-1811 	<ul style="list-style-type: none"> • ZINC SUPER GOLD • PICASO ULTRA • PICASO GOLD • JAGROMIN -99 	<ul style="list-style-type: none"> • INDO APACHE • ROOT-O-MAX GOLD • EMPIRE • JAGUAR 	
Revenue share – FY26	85%	5%	6%	

Covering the entire crop lifecycle

 Pre-Sowing →
  Growth Stage →
  Yield Enhancement

DIVERSIFIED PRODUCTS ACROSS VERTICALS

Crop Protection

Safeguards crops from insects, diseases & weeds



Insecticides



Herbicides



Fungicides



Plant Growth Regulators

Plant Nutrients

Improves soil fertility, strengthens roots, enhances quality and boosts yields`



Straight Fertilizers



Soil health / stress management

Biologicals

Builds resilience against abiotic stress, and improves nutrient use efficiency



Bio-stimulants



Bio-fertilizers

Key Products

CORSA 808, FIRE, BOUND OFF,
LOGIC-1811

ZINC SUPER GOLD, PICASO
ULTRA, PICASO GOLD,
JAGROMIN -99

INDO APACHE, ROOT-O-MAX
GOLD, EMPIRE, JAGUAR

DEEPENING FARMER ENGAGEMENT

Moving beyond transactional selling towards relationship-led farmer engagement

100,000+

Farmers Engaged

100

IDOs Across India



Farmer Meetings

Regular direct engagement across states



Product Demonstrations

Field-level product performance showcases



Scientific Farming

Methodologies and advisory guidance



Advisory-Led

Consultative engagement beyond selling



Field Trials

Scientific testing with farmer participation



India Network

Presence across major agricultural states



ESTABLISHED DISTRIBUTION NETWORK



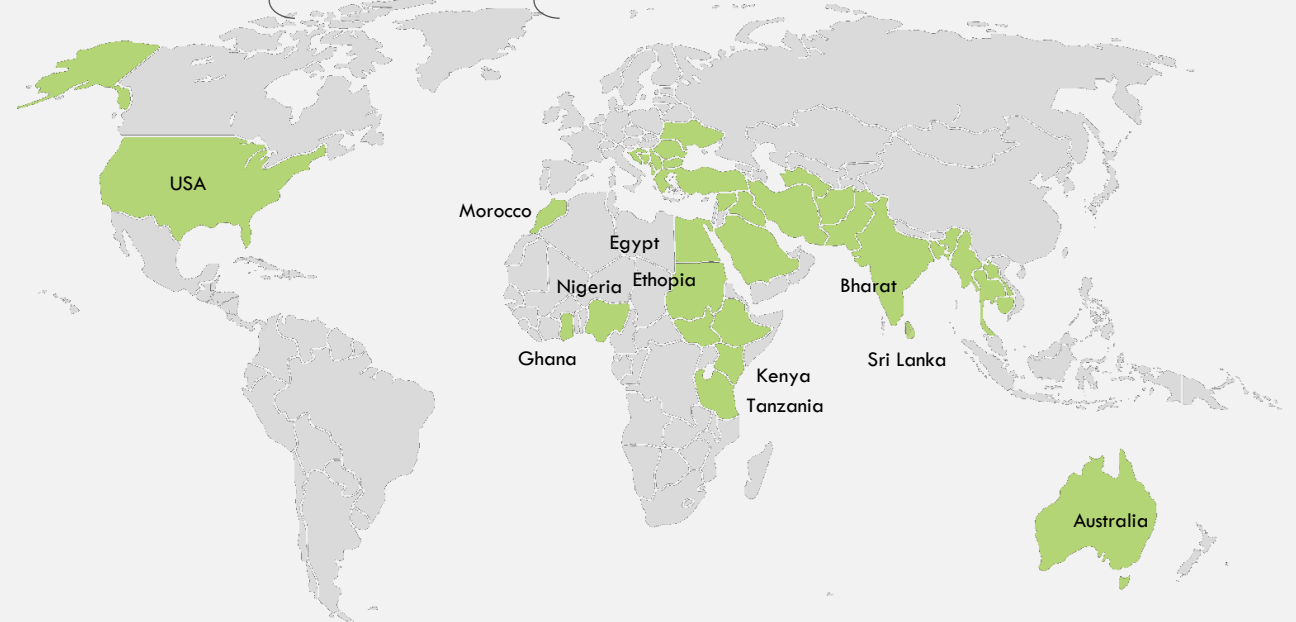
INDOGULF
CROPSCIENCES LTD.



GLOBAL PRESENCE

34+
Countries

140+
Overseas Business Partners (active)



192

Institutional Business Partners
(active)



7,000+

Distributor (B2C)



30

Stock Depots



331

Marketing & Sales Team



8

Branch Offices

EXPORT GROWTH & GLOBAL EXPANSION STRATEGY

Diversifying markets. Expanding sustainable growth opportunities

KEY EXPORT GROWTH DRIVERS



GEOGRAPHIC DIVERSIFICATION

Expanding presence across Latin America, Africa, Southeast Asia and Middle East markets.



SHIFT AWAY FROM CHINA DEPENDENCE

Global customers increasingly prefer reliable and compliant Indian suppliers.



FERTILIZERS & BIOSTIMULANTS FOCUS

Rising contribution from fertilizers and bio stimulants to strengthen portfolio quality and margins.



REGULATORY STRENGTH

Robust regulatory infrastructure with 189 registrations supporting global scalability.

FY26 KEY DEVELOPMENTS



VENEZUELA

Executed first fertilizer shipment during FY26, marking entry into Latin America.



TAIWAN

Initiated engagement for Spiromesifen Technical and Mancozeb expansion.



SRI LANKA

Successful field trials completed for Indo Apache.



BRAZIL OPPORTUNITY

Strategic focus on entering one of the world's largest agrochemical markets with strong demand.



AFRICA EXPANSION

Expanding across high-growth agricultural economies including Kenya, Nigeria, South Africa and other key markets.

REGULATORY & REGISTRATION STRENGTH

189

Total Registrations

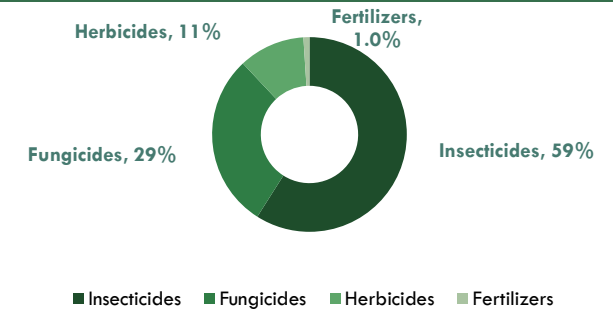
120+

Valid Registrations

10+

Under Renewal

Product Mix FY26



STRATEGIC ADVANTAGES

- ✓ Strong compliance and regulatory capabilities across global markets
- ✓ Cost-competitive manufacturing with consistent quality
- ✓ Diversified export markets reducing geopolitical concentration risk
- ✓ Growing global acceptance of Indian agrochemical products
- ✓ Increasing focus on sustainable and environmentally responsible solutions



Building a diversified, scalable and globally competitive export platform

BACKWARD INTEGRATED MANUFACTURING INFRASTRUCTURE

Building Scalable, Efficient and Quality-Focused Manufacturing Capabilities

NATHUPUR I, HARYANA Formulation Manufacturing Facility



- Diversified formulation capabilities
- Supports core crop protection product portfolio

Capacity | 13,500 MT/KL

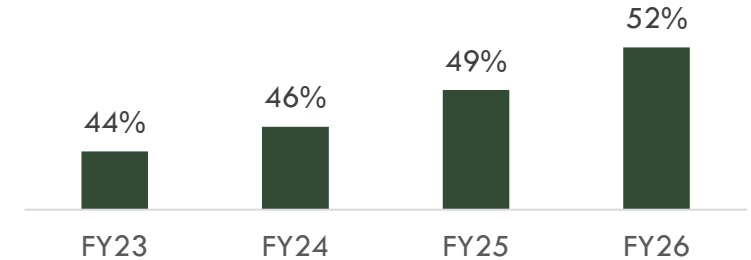
NATHUPUR II, HARYANA Technical Manufacturing Facility



- Backward integrated unit – low dependency on external sourcing
- Enhances supply reliability & cost efficiencies

Capacity | 1,360 TPA

Capacity Utilization (%)



BARWASNI, HARYANA Advanced Formulation Facility



- Large-scale unit supports future growth & product diversification
- Expansion underway for dry flowable plant

Capacity | 20,064 MT/KL

SAMBA, JAMMU & KASHMIR Strategic Manufacturing Unit



- Strengthens regional manufacturing presence
- Enhances supply chain flexibility
- Supports operational scalability

Capacity | 9,000 MT/KL

MANUFACTURING STRENGTHS

- Backward Integration
- Diversified Infrastructure
- Quality Focus
- Expansion Ready
- Supply Chain Efficiency



Growth & Expansion Roadmap

Expanding formulation capabilities at Barwasni facility

Setting up dry flowable manufacturing plant

Focused on improving operational efficiencies and product mix

Strengthening manufacturing backbone for long-term scalable growth

AGPL – MULTI-BRAND EXPANSION STRATEGY



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Expanding distribution reach through complementary market penetration

01

AGPL SECONDARY PENETRATION

AGPL enables deeper secondary distribution expansion across underserved markets.

Strategic Benefits

- Access to previously inaccessible territories
- Appointment of secondary distributors
- Stronger last-mile farmer connectivity
- Internal channel expansion opportunity



02

DEEPER RURAL REACH

Combined network strategy enhances farmer penetration and strengthens market visibility.

Key Outcomes

- Wider farmer coverage
- Increased product adoption
- Better regional penetration
- Enhanced rural engagement



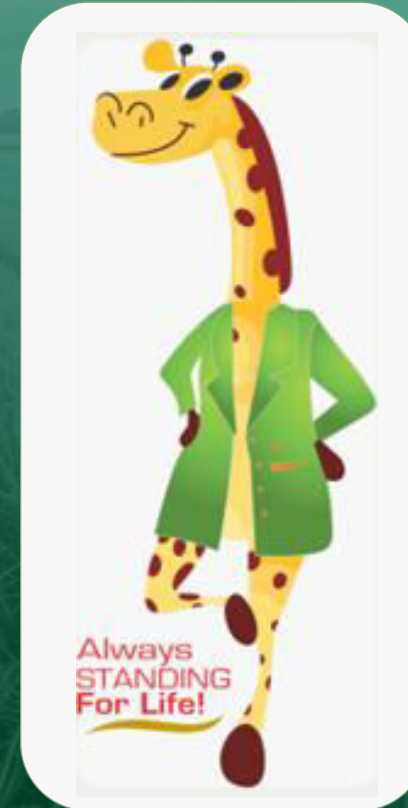
03

SCALABLE GROWTH PLATFORM

Multi-brand strategy supports scalable growth, operational leverage and long-term value creation.

Long-Term Impact

- Higher market share across regions
- Revenue scalability through expanded channels
- Better manufacturing utilization
- Sustainable long-term growth platform



Strategic Advantages of AGPL



Access New Farmers

Engages farmers beyond the existing Indogulf network.



Leverage Spare Manufacturing Capacity

Supports better utilization of existing manufacturing infrastructure and operational resources.



Multi-Channel Expansion Strategy

Separate channel strategies improve market penetration and identify underserved regions.



Scalable Expansion Platform

Strengthens rural penetration and supports future geographic expansion.

Two strong brands. One shared mission – Empowering Farmers & Enriching Lives



QUARTERLY HIGHLIGHTS



FINANCIAL HIGHLIGHTS

– Q4 & FY26

FY26 Performance



Revenue (INR Mn)

INR **7,046** Mn
↑ 19% YoY



EBITDA (INR Mn)

INR **740** Mn
↑ 15% YoY



PAT (INR Mn)

INR **400** Mn
↑ 27% YoY

Q4FY26 Performance



Revenue (INR Mn)

INR **1,506** Mn
↑ 19% YoY



EBITDA (INR Mn)

INR **204** Mn
↓ 2% YoY

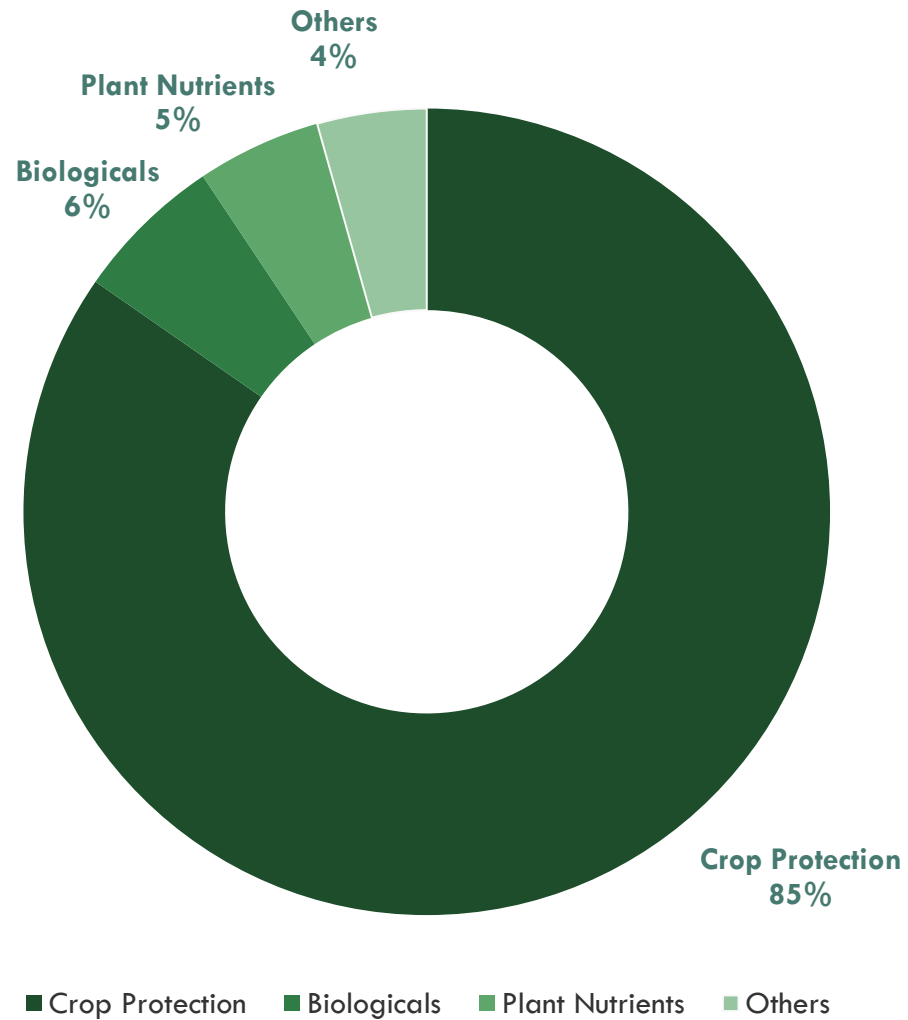


PAT (INR Mn)

INR **116** Mn
↑ 19% YoY

FY26 REVENUE MIX BY BUSINESS VERTICALS

Balanced contribution across integrated agri-solutions



Balanced Portfolio

Contribution across verticals reflects integrated solutions strategy

Biologicals Traction

Biologicals and specialty products continued gaining traction

Differentiation

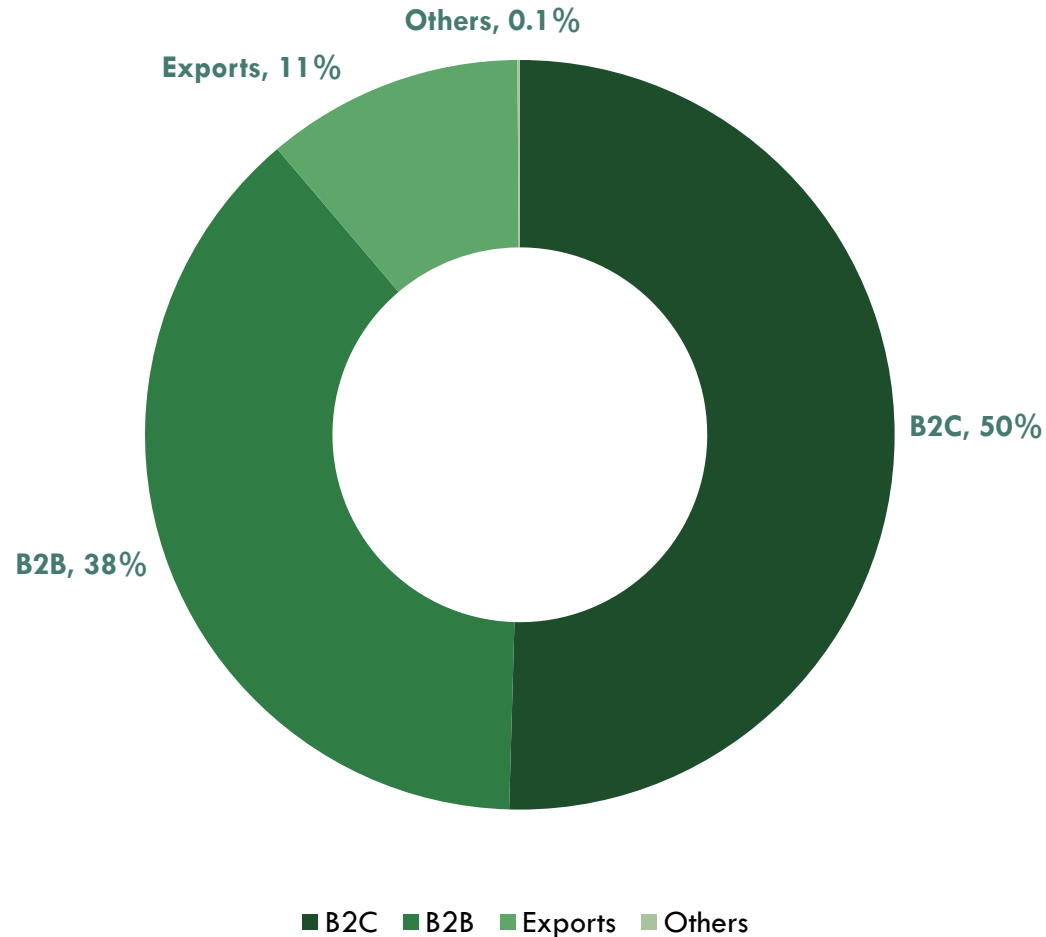
Higher contribution from differentiated products improved portfolio quality

Field Execution

Growth supported by strong field execution and product innovation

FY26 REVENUE MIX BY END USERS

Diversified revenue streams across channels



B2C

Strong domestic demand supported by deeper penetration. B2C expansion strengthened farmer engagement.

B2B

Institutional business remained robust with 192 active institutional partners contributing to revenue.

Exports

Export momentum supported geographic diversification into new markets including Venezuela, Taiwan and Sri Lanka.

Advisory

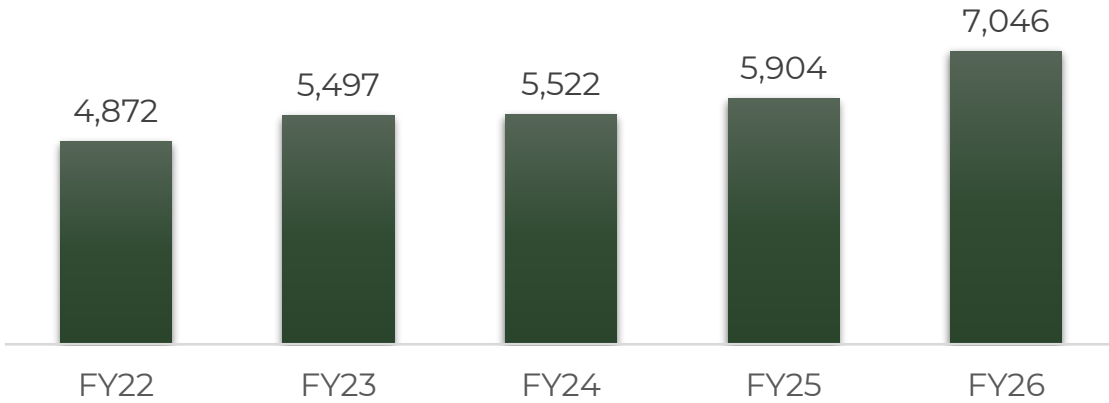
Advisory-led approach improved product adoption and strengthened farmer relationships across all channels.



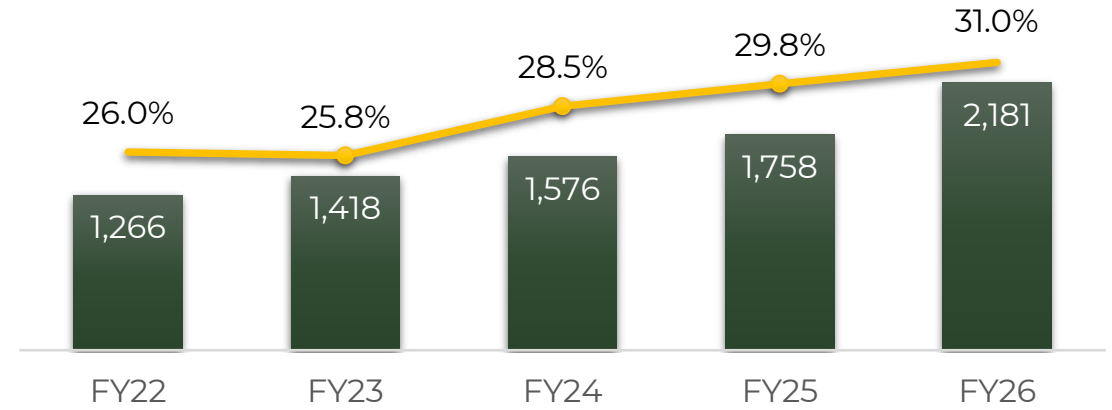
FINANCIAL PERFORMANCE

TRACK RECORD OF CONSISTENT FINANCIAL PERFORMANCE

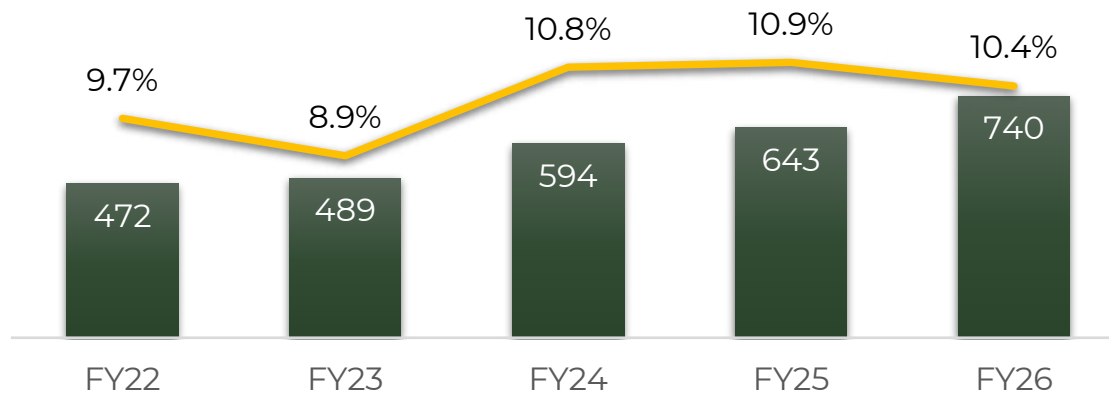
Operating Revenue (INR Mn)



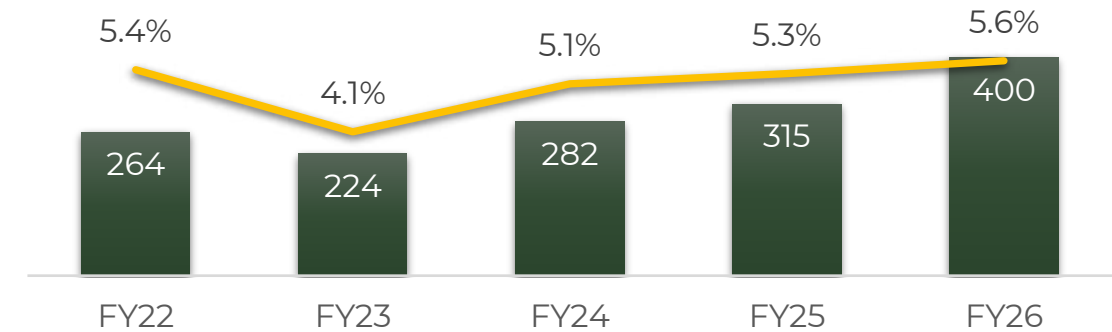
Gross Profit (INR Mn) & Gross Margin (%)



EBITDA (INR Mn) & EBITDA Margin (%)



PAT (INR Mn) & PAT Margin (%)



PROFIT & LOSS SUMMARY – Q4 & FY26

Particulars (INR Mn)	Q4 FY26	Q4 FY25	YoY%	FY26	FY25	YoY%
Revenue from Operations	1,508	1,262	19%	7,046	5,904	19%
Cost of Good Sold	902	743	21%	4,865	4,146	17%
Gross Profit	606	519	17%	2,181	1,758	24%
Employee Expense	156	115	35%	567.05	461	23%
Other Expenses	247	195	26%	874.29	654	34%
EBITDA	204	208	-2%	740	643	15%
Finance Cost	44	41	6%	171	145	18%
Depreciation & Amortization	37	35	6%	114	106	8%
Other Income	20	19	3%	74	41	83%
PBT (before exceptional Items)	143	152	-6%	529	432	22%
Exceptional items	-4	0	NA	1	13	-89%
Profit Before Tax	139	152	-8%	531	446	19%
Tax	23	54	-57%	131	131	0%
PAT	116	98	19%	400	315	27%

BALANCE SHEET SUMMARY – FY26

Particulars (INR Mn)	FY26	FY25
EQUITY		
Share capital	632	488
Other equity	3,961	2,265
Total equity	4,593	2,753
LIABILITIES		
NON-CURRENT LIABILITIES		
Borrowings	30	357
Lease liability	32	43
Other financial liabilities	95	85
Provisions	42	24
Deferred tax liabilities (Net)	-34	-25
Total non-current liabilities	164	484
CURRENT LIABILITIES		
Borrowings	1,739	1,847
Lease liability	30	20
Trade payables	1,279	1,343
Other financial liabilities	262	261
Other current liabilities	21	27
Provisions	17	10
Current tax liabilities	128	135
Total current liabilities	3,476	3,642
Total liabilities	3,640	4,126
TOTAL EQUITY AND LIABILITIES	8,234	6,879

Particulars (INR Mn)	FY26	FY25
ASSETS		
NON-CURRENT ASSETS		
Property, plant & equipment	362	360
Capital work-in-progress	764	571
Intangible assets	57	56
Intangible assets under development	10	9
Right-to-use assets	56	58
Investments	116	-
Other non-current financial assets	10	7
Other non-current assets	91	102
Current tax assets (net)	111	118
Total non-current assets	1,578	1,281
CURRENT ASSETS		
Inventories	3,435	2,700
Trade receivables	2,406	2,230
Cash & cash Equivalents	123	97
Bank balances	-	-
Other financial assets	7	50
Other current assets	678	513
Current tax assets (Net)	-	-
Total current assets	6,648	5,589
Assets held for sale	8	8
TOTAL ASSETS	8,234	6,879



THE ROAD AHEAD

THE ROAD AHEAD

Beyond Products – Towards an Integrated Agri-Solutions Platform

Expand Biologicals & Sustainable Portfolio



Lead the shift to eco-friendly, biological crop solutions

Increase High-Margin Product Contribution



Specialty and value-added products to drive profitability

Deepen Farmer Engagement



Scale advisory-led model with 100+ IDOs across India

Accelerate Global Expansion



Enter new markets, grow export revenues significantly

Strengthen Operational Excellence



Procurement, supply chain and manufacturing efficiency

Drive Innovation-Led Growth



R&D, ICAR-IARI collaboration, next-gen products

Positioned to evolve from an agrochemical company into an integrated agri-solutions platform focused on sustainable growth and long-term value creation



INDOGULF
CROPSCIENCES LTD.

THANK YOU

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